

How to Network Using UCSF Connect



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 **UCSF Alumni**
Office of
Career & Professional Development

Learning Outcomes

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- Define networking and articulate your goals**
- Recognize various methods to find and approach professionals in your field using UCSF Connect
- Describe strategies to use social media professionally while networking

The Purpose: Networking in a Nutshell

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You

Your Professional
Community

Your Current
Academic/Professional
Goals

Networking

- Conversations you have
- Relationships you build with these people....

...while you're
pursuing your goals



Career Exploration:
How find out about career
options involving epidemiology.

Professional Development:
Identify strategies on how to
succeed in my rotations and
leave a great impression.

Your Academic/Professional Goals

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My Goal	Who do I want to meet?	What specifically do I want to know from them?	What is the time frame when I hope to accomplish this goal?
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Your Academic/Professional Goals

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My Goal	Who do I want to meet?	What specifically do I want to know from them?	What is the time frame when I hope to accomplish this goal?
Explore what it is like to work as a medical science liaison	2-3 UCSF alums who work in this field	Learn about a typical day/week for a medical science liaison, and the culture of their organization	February 2019-May 2019

Your Turn!

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You

Your Professional Community

Your Academic/Professional
Goals



What are your 1-2
current academic or
professional goals?

*These will be the basis
of your conversations
and why you establish
relationships with
individuals in your
professional community*

Learning Outcomes

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Finding and Approaching People in your Professional Community

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Your Professional Goals

- My goal is to explore the different types of positions available to life science PhD-level scientists in academic administration.
- I plan to accomplish this goal by the Spring of 2019 by speaking to 3-5 UCSF alums to learn about their role, and how they leveraged their skills and experience when applying for their academic administration position.

Your Professional Community

- **Logistics: How do I find people in my professional community?**
- **Language: How do I initiate a conversation or relationship with someone in my professional community?**

Your Turn! Finding Professionals

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You

Your Professional Community

Your Academic/Professional
Goals



Find 1-2 people on UCSF Connect who can help you meet your professional/academic goals.

Finding and Approaching People in your Professional Community

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Your Professional Goals

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Your Professional Community

- Logistics: How do I find people in my professional community?
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Approaching Professionals: Initiating a Conversation

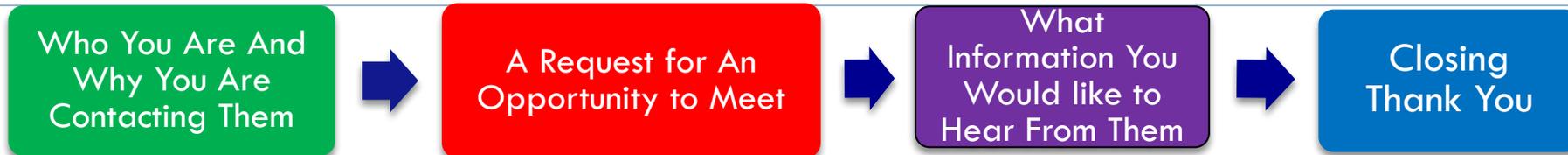
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*It's your goal,
but their story*

Initiating a Conversation

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Dear Dr. Hughes:

I am a biochemist completing my postdoctoral training at UCSF. I am currently exploring career paths in academia, including academic administration. I was very excited to find you on UCSF Connect. **Would you be willing to meet with me for 30 minutes in the next couple of weeks to discuss your transition into this area?** I would value the opportunity to learn about your current role, and your career path since your postdoc position at UCSF.

I am also participating in UCSF Connect's Coffee with an Alum program, an opportunity to meet with an alum based on my professional interests. More information can be found [here](#). Please let me know if you are interested. Also, I would be happy to discuss the Coffee with an Alum program in more detail if we connect.

Thank you for considering!

Warm regards, Jane Smith

Your Turn!

Initiating a Conversation

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Strategies to Use Social Media Professionally

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- ❑ **Be curious & collegial:** Consider how you would want to be approached and treated, and try to discern what the person you are networking with seems to value.
- ❑ **Be gracious:** Remember to thank people for their time and efforts, regardless of how helpful their advice immediately appears to be.
- ❑ **Keep track:** Develop some sort of system to keep track of who is in your network, how you met them and when you last spoke.
- ❑ **Follow up:** Send an email and tell them it was a pleasure to meet them, or that you've been considering what they said. If you have another question, ask it.